

## **EXHIBIT WW**

## SKI-DOO 2006



## SHARPENING THE MACHETE

### More Ammo To Stretch the Lead

Staff Report. Photos by Mark Lester & BRP

Few could deny Ski-Doo is a force to be reckoned with. The past three years have seen the company's meteoric rise to the number one sales and marketshare slot, capturing what is rumored to be over 50% of the market.

Clearly, the sport of snowmobiling was in need of a revolution, pun intended. At the turn of the millennium the fleet had become way too predictable, too similar and in danger of losing showroom sizzle.

In the snowmobile industry where brand loyalties are so prevalent, the risk associated with moving in a new direction was huge. Here's what really underscores how slick the REV's arrival was: it has become the driving force influencing brand switching in 2005. The REV has been good enough to pry many burrs off beloved mags and drag wallets out of pockets in the pursuit of crying something different.

#### More Mach, More Z, More X

Our favorite 2006 Ski-Doo is the new MX-ZX 1000 Renegade. We've begged for this one ever since the yellow crowd laid eyes on the Mach Z 1000. Why? While the Mach Z has been an outta the park success, there's a significant demographic that went quiet when we reported the RT chassis used two inches less travel.

It seems ditchbangers and those raised on MX-Zs wanted a bigger MX-Z without any reduction in suspension stroke. Enter the formidable MX-ZX 1000 SDI. This is a full-size RT 1000i chassis with (drum roll) two inches more

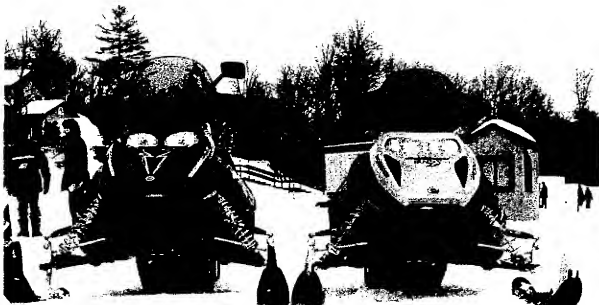
travel (over and rear). The MX-ZX iteration of the RT chassis employs the same ergo package (steering post is 2.5 inches rearward compared to a conventional REV) as last year's Mach Z. Piggyback test-voir Kayaba shocks stroke the same distance as the REV X 800. The SC-1 skid uses a C-36 KYB piggyback clicker on the rear arm and has the same travel as a regular MX-Z - that's two inches more

than a 2005 Mach Z. The link here is that the MX-ZX 1000 is available only as a Renegade 144.

The Renegade 146 package is a zero compromise deal. The sled is amazing in the whoops, hooks up like a cat on a screen door on trails and pulls big digits (a buck twenty) down Kevlar Lake. The ride in the bumps is definitely deci-



All 800 REVs use the Power Tek EPA Certified system for '06. The 800 is reborn with better idle, smooth throttle response and vastly improved fuel economy. X packages are only available as Spring Break early ordered units.



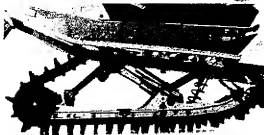
The MX-ZX 1000 uses the RT chassis with the handgrip placed 2.5 inches further back. The seating position is the best compromise between sit down and stand up ergonomics. All the "X" stuff is here including hookers, hand guards, lower windshield, bar riser and a racer seat. The only Mach Z piece missing is the electric fuel gauge.

sively better than the 2005 121-inch tracked Mach Z. With a 1.25-deep x 1.6 trench digger our back (believe it or not, you can Spring Break an MX-ZX 1000 with a 1.75!) the 1000 SDI powered RT chassis is even more imposing in its ability to achieve the C-note. In fact, we would challenge just about anything built to out-pull this sled to 100 MPH.

All this being said, we know you're going to ask, "So why can't I get it as a 121 inch MX-ZX 1000?" Ski-Doo is convinced the Mach Z demographic is a top-end prioritized buyer. They may be right. However, they're admitting even the RADAR gun crowd wants suspension zizzle with the 2006 Mach-ZX package. This version uses the same shorter travel geometry as the base Mach-Z (for 2006 called the Adrenaline Mach

TOP: Here's the final piece of the puzzle. The '06 REV on the right sits 1.5 inches lower than the '05 on the left. This subtle refinement delivers another huge leap in handling - eradicating what little dip and duck was left in the chassis in '05. Actual ski travel reduction is only .5 inches.

RIGHT: All 2006 REV's get the SC-4 skid, including the Freestyle (pictured here is the 2005 SC-4 racing sled used on the limited built 440. Rail doublers are for racers only). SC-4 is a key piece of the rider forward equation, designed from the snow up to accommodate the rider's weight over the front arm. The only difference from model to model will be shocks.



Z) but damps that movement with KYB piggy-backs up front and a C-36 KYB clicker on back. We're not entirely in tune with this rationale as the extra travel afforded by the MX-ZX 1000 Renegade package is just too convincing. Our 2005 Mach-Z delivered an excellent ride in all but the deepest whoops. We really didn't feel the shocks were the issue when the sled started to bottom. We needed more travel.

In any case, the Mach ZX is a 121 inch and can be ordered with a 1.25 lug. To say we like RT ergonomics is an understatement.

ment. We pick this and we think Yamaha did too with their new Apex and Arctic as the best rider forward ergo package on the market. The sled is just plain comfortable with a nice balance between sitting to standing transitions without knee cramping.

Another cool feature of the MX-ZX 1000 is its painted bodywork. While we've come to appreciate the durability of the REV's matte finish side panels, we think the RT's glossy panels are more appealing. The RT Renegade in yellow and black uses gloss yellow



The new fixed windshield is a welcome improvement to the REV. Only X-Packages have the shorty windshield and all others will use this nice looking, functional piece. The windshield no longer pivots but provides a much cleaner view behind the bars. Warmer too.



Ski-Doo's GSX series exemplifies what the market wants in a one-up cruiser. Engine choices range from a 380 fan to a PowerTek 800. Electric start, REA, mirrors, power ports, luggage capability and even an add-on 2-up seat option are featured. Sales of the GS-X have been strong across the snow belt.

on the side panels and it's very slick.

The MX-ZX 1000 does not come with an electric fuel or temp gauges but does have an electric light for overhead and a lighted mechanical fuel gauge similar to the REV's. Electric start is available and we would definitely recommend you order your 1000cc X with it. REA, of course, is standard.

#### More Stability for the REV

Each year the REV has been refined and honed to a higher level of ride compliance and handling prowess. In 2004 the SC-10 III skid received a new front swingarm, revamped and resprung front shocks and a revised sway bar. In 2005, REV-X packages were fitted with Ski-Doo's first rider forward purpose built skid, the SC-1. This change improved stability, decreased what little dip and duck was left and profoundly reduced inside ski lift in throttle-on turning maneuvers.

Okay, in the beginning, we didn't believe a sled carrying its rider forward and higher could ever handle like a rider-over-tunnel sled. Wrong. For 2006 Ski-Doo has lowered all REV's 1.5 inches up front. That was accomplished by chopping shock length slightly and decreasing actual ski travel by a half inch. The overall effect is dramatic and did not go unnoticed by our testers the first time they sampled the new geometry. Will you miss the half inch of travel? Nope, not a bit. We can verify the sled now backs into turns with abandon. There's zero tendency to highside. Throttle-on powerslides, exiting turns are now countered by leaning your head and shoulders, not by sliding your butt off the seat and prying at the bars. It's almost telepathic.

This handling improvement was not accom-

plished simply by the lowering job up front. The SC-1 skid, now used on every REV, is now at its best. The improvement here in handling gives anyone moving from a rider-over-tunnel sled to a REV total confidence in the turns - something not available with previous REV's. There's no highside, no



A huge seller in Northern Canada and Alaska, it's been 20 years since Ski-Doo updated the Tundra. It now uses the same platform as the FreeStyle with a 30 HP, 300cc single providing power. Single A-arms up front and SC-4 in the rear.

tipiness, throttle on or off, dragging the brake all the way to the apex. It's a substantial improvement and could deliver the last few REV buyers to Ski-Doo showrooms with wallets in hand.

#### Too Much Value?

Building on the incredibly successful 2005 introduction of the MX-Z 580 and 550 is the new MX-ZX 550. Spawned from the overwhelming response to a kit released this past fall that turned an MX-Z 550 into an ISR local Sno-X mount, the new X Package 550 uses HPG shocks all the way around (no, not piggybackers or a clicker C-56's), a ski-X Package windshield, handlebar riser and an X-style seat. This year Ski-Doo threw in a tech good move! making the 550X a serious seat weapon with more sizzle than a three inch thick New York.

Another across the board move for 2006 is the elimination of the REV's moveable wind-tunnel. This awkward, floppy window made the REV's instrument area feel confined and provided only decent wind protection. The new fixed windshield provides excellent wind protection, covering hands and pushing air away from the rider's knees (a common REV complaint) all while looking 150 percent better. This new plexiglass comes on all REV's except X packages.

